

330 Independence Ave
Washington, DC 20540

Telephone: (1) (202) 696-6000
Telefax: (1) (202) 696-6000

Ms. Veronica McC
Producer/President
M.I.T. Productions
3912 60th Street
Suite 12
San Diego, CA

Dear Ms. McC

Recently you
Commissioner
businesses on
McBride, a senior
us since he knows
you consider
U.S. service
learn about

First, let me
missionaries
worthy of
of the
mission
VOA may be
purely for

VOA Europe
objective p
history, and
Voice of Am
comprehens

Because I am
rather than
each in the
by building
a day

Midnight 6/2
6:00 PM 6/27
Telephone: (889) 6600
Telefax: (889) 2800

INFORMATION

1. Full Company Name				
2. Company Address				
	Street Address	City	State	Zipcode
3. Mailing/Billing Name and Address (if different)				
	Street Address	City	State	Zipcode
4. Company Established	Year _____ Type: <input type="checkbox"/> Corporation <input type="checkbox"/> Proprietorship <input type="checkbox"/> Partnership <input type="checkbox"/> Other _____			
5. Is Company a division, branch office, subsidiary or affiliate of a larger business?	<input type="checkbox"/> Yes (please explain) _____ <input type="checkbox"/> No			
6. Contractors' and/or Business License Number	Number _____ Type _____ Issued By _____			
7. Federal Taxpayer I.D. No.				
8. Contact Person/Title	Name _____ Telephone No. _____ Title _____			

FACT INFORMATION

9. Brief description of Product/Service offered (see back for SIC directory)	SIC _____ Product/Service _____			
10. What State can you serve?	<input type="checkbox"/> California <input type="checkbox"/> Oregon <input type="checkbox"/> Washington <input type="checkbox"/> Other _____			
11. Three largest current business client accounts.	Company _____ Name of Contact _____ Telephone No. _____ _____ _____ _____			

NOTES PERSONNEL

12. Gross Sales	_____			
13. Number of Employees	_____			
14. Principal Officers of Company	Name _____ Title _____ _____ _____ _____			

MINORITY VERIFICATION

15. Is company a minority or women-owned business? Yes _____ No _____. If yes, indicate % of ownership.	M _____ F _____ M _____ F _____ _____ African American _____ Hispanic American _____ Asian American _____ Caucasian Female _____ American Indian			
Company must be at least 51% owned and operated by a member(s) of one or more of the above groups.				
16. Has company been previously certified as a minority or women-owned business?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> In Process (if yes, please identify agency and attach proof of certification.) Agency _____ Date of certification _____			
17. Information Supplied by	Name _____ Title _____			

The undersigned declares that the information provided is true and correct, and consents to the Bank verifying this information.

Signature _____

Title _____

Date _____

Product/Service

Please locate the General Product/Service Code

in the following table:

General Product/Service Code

SIC Code	Product/Service
8720	Accounting Services
7311	Advertising Services
6531	Appraisal Services
8712	Architectural Services
7381	Armored Car Services
8721	Audit Services
6000	Banks & Other Financial Institutions
7349	Building Maintenance Services
7322	Collection Services
8220	Colleges & Universities
7336	Commercial Art & Graphic Design
7371	Computer Programming/Software Development
5734	Computer Hardware/Software Products & Svcs.
1500	Construction
1731	Contractors, Electrical
1700	Contractors, General
1799	Contractors, Other
4215	Courier Services
7370	Data Processing Services
8711	Engineering Services
9310	Financial Services
5992	Florists, Plant Rentals
5812	Food/Catering Services
2522	Furniture Products & Services
4900	Gas & Electric Utilities
5947	Gifts, Promotional Items
9190	Government Agencies
6321	Health Insurance
7000	Hotels

SIC Code	Product/Service
6300	Insurance
1790	Landscaping Service
8111	Legal Services
7331	Mail Processing
4731	Management Consultants
9641	Marketing Services
5044	Office Equipment
8741	Office Services
5112	Office Products, Paper, Forms
8600	Organizations & Associations
1721	Painting Services
7335	Photographic Services
1711	Plumbing, Heating, Air-Conditioning Services
2700	Printing and Reproduction Services
6531	Property Management
2621	Publications
6500	Real Estate Services
1761	Roofing Services
3842	Safety Equipment
7381	Security Guard & Patrol Services
7382	Security Protection Equipment
9300	Taxes
1731	Telecommunications Equipment & Services
4810	Telephone Utilities
7363	Temporary Personnel Services
8748	Training and Schools
4700	Transportation Services
4724	Travel Agencies
9999	Miscellaneous

Vendor Information

JCPenney

December 20, 1993

Dear Prospective Minority Vendor,

Thank you for your interest in the JCPenney Minority Supplier Development Program.

In order to learn more about your company, complete and return the enclosed JCPenney Minority Supplier Information Form to the address and to the attention of contact on enclosed business card. This form will provide us with information needed to promptly direct you to the appropriate department.

If you have additional information such as brochures, pamphlets or samples, please submit them when returning the form.

After receiving your form and any additional information, your file will be reviewed by the respective JCPenney associate who will contact you to discuss your potential with our Company.

Once again, thank you for your interest in JCPenney.

Sincerely,

Rosalind Johnson

Rosalind J. Johnson
Minority Supplier Affairs Coordinator

Enclosures

*Minority Affairs Coordinator
J.C. Penney Company 2
Dallas Tex.*

214-431-1000

D

For

214-431-9415

MLT Product

*J.C. Penney's
214-431-9415
Donna*

*NW ML
None
V midea*



Room 1282
4410 Rosewood Drive
Pleasanton, CA 94588

Dear Vendor,

Your Supplier Capabilities Information form has been received by AT&T's Minority and Women's Business Enterprise Program. We have entered the information you provided on the form into our MWBE database which is used for AT&T client referrals. Your firm is now registered as a self-certified Minority- or Woman-Owned Business with AT&T. Please be advised, the Cordoba Corporation will conduct the actual certification and verification process of your MWBE status at a later date.

We have mailed a copy of your profile to all AT&T employees who have identified themselves as users of your products or services. Enclosed is a list of those employees. Please be advised that the scope of the purchasing needs of these employees may be limited to one-time or occasional use of your products or services. You may wish to contact these employees to personally introduce your company to them and to discuss their specific departmental purchasing opportunities and requirements.

The last column of the employee list contains the code or codes matching the codes you listed on your registration form. The enclosed sheet of product and service codes should help you target which products or services a specific employee may need. Also enclosed is a national list of AT&T purchasing offices for our various lines of business.

If there is any change in your company's ownership, address, telephone number, locations, or product lines, please contact our office so we can keep our information current. If you have any questions or need further assistance please call me at (415) 224-2807 or toll-free at (800) 321-MWBE.

Thank you for your interest in doing business with AT&T.

A handwritten signature in dark ink, appearing to read "Sasha Greene".

Sasha Greene
Assistant - MWBE Program

Enclosures

**Supplier Capabilities Information**

Return to: **AT&T MWBE Assistant**
4410 Rosewood Drive, Room 1282
Pleasanton, CA 94588

GC-60-273(2/90)

Region #

Firm Name: Please Type or Print **McCune...little things**
MLT PRODUCTIONS

Main Address (including city, state, zip): Please list any different addresses on back of form.
4357 51st Street Suite One, San Diego, CA. 92115

Principal Sales Contact **Veronica McCune** Title **President** Telephone Number **(619) 286-3533**

Please list Commodity Codes (see pages 3-4) for Principal Product or Services Offered (Maximum of 10)
25-485 Audio Visual Equipment/Service Supplies/ Television Productions Company

Preferred Sales Area: Local ☒ Specify Regional ☒ Specify National ☒

Type of Business	Business Classification	Gross Annual Sales
<input type="checkbox"/> Contractor	<input type="checkbox"/> Large Business Concern	\$ 120,000,000
<input type="checkbox"/> Retail Dealer	<input type="checkbox"/> Small Business Concern	Number of Employees part time (14)
<input type="checkbox"/> Distributor	<input checked="" type="checkbox"/> Small/Disadvantaged Business Concern	Equal Opportunity
<input type="checkbox"/> Factory Rep.	<input type="checkbox"/> Labor Surplus Area	Employer <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<input type="checkbox"/> Wholesaler	<input type="checkbox"/> A Non-Profit Organization	Year Business Started or Came Under Present Control
<input type="checkbox"/> Manufacturer		
<input checked="" type="checkbox"/> Other Service		
Former Company Name:		

Union Affiliation ☐ Yes ☒ No Name of Union Local # Date Agreement Expires

Please check one box only and circle one ethnic group. (see reverse side for classification definitions).

☐ The above company is at least 51% owned, controlled and operated by American minority women. **100%** owned and **Black**
American Indian/Alaskan Native (Black) Asian/Pacific Asian/Indian Hispanic Filipino

☒ The above company is at least 51% owned, controlled and operated by American minority men.

American Indian/Alaskan Native Black Asian/Pacific Asian/Indian Hispanic Filipino

☒ The above company is a publicly-owned enterprise and at least 51% of the outstanding shares of stock are owned by American minority group shareholders.

☒ The above company is at least 51% owned, controlled and operated by American non-minority men. (Caucasian)

☒ The above company is at least 51% owned, controlled and operated by American non-minority women. (Caucasian)

Are you considered a small business concern pursuant to Section 3 of the Small Business Act? ☒ Yes ☐ No
If unsure, please contact your local Small Business Administration Office for clarification.

Brief Description of Buildings (Type of Construction)	Floor Space Sq. Ft.	Railroad Siding	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<u>Manufacturing</u> <u>Office</u> <u>Storage</u> <u>Total</u>		Loading Dock	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Office and Storage 800ft.		EPA Compliance	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Principal Client/Customer References:

Name	Company	Location	Phone #
J. Michael O'Toole	Cox Cable	San Diego	1175 No. Cuyamaca St. (619) 287-337
John Ochoa	Southwestern Cable TV	San Diego	8949 Ware Court, 92121 (619) 695-311
William Snead Televideo	San Diego	San Diego	4783 Ruffner St. (619) 268-110

Registered with Regional Minority Purchasing Council or other organization? If Yes, Name **City Of San Diego and US Sprint**

I have been registered with Regional Minority Purchasing Council no (LUCK)
Has AT&T or its subsidiaries (formerly known as Bell Laboratories, Teletype, Western Electric, etc.) ever done business with your Company before?
If so, please identify and state which location.

What % of business are you currently doing with AT&T? **None**

The signer represents that the enterprise ☒ is ☐ is not a Minority or Women Owned Business and recognizes that this form will be relied upon in fulfilling legal requirements. (Attention California Vendors: Please see reverse side for important legal notice)

Signature of authorized Representative Veronica McCune Date **6/2/90**

Print Name **Veronica McCune** Title **President**

Minority/Women Business Classifications

Definitions of business classifications used on the front of this report are as follows:

1. American means United States citizens. All group members must be U.S. citizens in order to be included in the Minority and Women's Business Enterprise (MWBE) Program. (In California, legal aliens with permanent resident status in the United States are also eligible.)
2. American Minority Men and Women group members include:
 - Blacks: All persons having origin in any of the Black racial groups.
 - Hispanics: All persons of Mexican, Puerto Rican, Cuban, Central, Latin or South American, Portuguese, or other Spanish culture or origin, regardless of race.
 - Asian/Pacific: All persons having origins in any of the original peoples of Japan, China, Vietnam, Korea, Samoa, Guam, the U.S. Trust Territory of the Pacific Islands, the Northern Mariana Islands, Laos, Cambodia or Taiwan.
 - Asian/Indian: All persons whose origins are in India, Pakistan or Bangladesh.
 - American Indian/Alaskan Native: All persons having origins in any of the original peoples of North America and who maintain cultural identification through tribal affiliation or community recognition, such as American Indians, Eskimos, Aleuts and Native Hawaiians.
 - Filipinos: All persons having origins in the Philippine Islands.
3. American Non-Minority Men group members include: White men (all men not covered by the definitions listed in item 2 above).
4. American Non-Minority Women group members include: White women (all women not covered by the definitions listed in item 2 above).
5. Ownership:
 - a. Minority Ownership exists in a business which is 51% owned, controlled and operated by minority group members, or in the case of a publicly-held company, a firm in which at least 51% of the stock is owned by minority group members.
 - b. Women ownership exists in a business which is at least 51% owned, controlled and operated by non-minority women group members.
6. Operate means being actively involved in day-to-day management.
7. Control means exercising the power to make policy decisions.

Note: A California Statute approved by the Governor on September 26, 1986, makes it a crime in the state of California for any person or corporation to falsely represent their business as a minority or woman-owned business and is punishable by a fine of not more than \$5,000 or by imprisonment in the County jail for not to exceed one year or in the state prison for not to exceed 5 years of its directors, officers or agents responsible for the false statements, or both the fine and imprisonment.

P.O. Box 1561, San Diego, Ca. 92112-1561

Mailing Address

P.O. Box 1561, San Diego, Ca. 92112-1561

Billing Address

4357 51st Street Suite One, San Diego, Ca. 92115

Branch Offices

Please Mail information on FTS 2000

SPRINT/UNITED ADMINISTRATIVE SERVICES GROUP

P.O. BOX 8490/KANSAS CITY, MISSOURI 64114

WRITER'S DIRECT DIAL NUMBER

ATTENTION SUPPLIER

In accordance with Government regulations, US Sprint must verify the business size of our suppliers. This can be accomplished by your completing the enclosed Self Certification and Vendor Information forms and returning them to the following address:

US Sprint - Small Business Development
Attn: Terry Smelcer
P. O. Box 8568
Kansas City, Missouri 64114
Mailstop: MOKOMD032

These forms must be completed and returned for your company to be classified as either a large, small, small disadvantaged, woman-owned or labor surplus business per the Standard Industrial Classification Codes.

All responses will be restricted to the Purchasing Department and Small Business Development Department at US Sprint.

If you have any questions, please feel free to call me at (816)941-5435 or Mike Neal at (816)941-5744.

Sincerely,



Terry Smelcer, Manager
Small Business Development



VENDOR SELF-CERTIFICATION FORM

NOTE: Failure to respond will result in your business not being classified as a Small/Small Disadvantaged Business.

50% ~~Small Business~~ *McCune... little things*

1. Name of Firm MHT Production (619) 286-3533
Phone

2. Business Address 4351 51st St Suite One
Number Street
San Diego California 92115
City State Zip

3. Mailing Address P.O. Box 1561 San Diego, Ca 92112-1561
Number Street Zip

4. Contact Person Veronica McCune
Title President
Address 4351 51st St Suite One
City, State, Zip San Diego, Ca 92115

5. Legal Structure: Sole-Proprietorship ☒ Joint Venture ☐
Partnership ☐ Corporation ☐
Other, Specify ☐

6. Type of Business: Manufacturer ☐ Distributor ☐
Construction ☐ Service ☒
Manufacturer's Other ☐
Representative ☐ Specify _____

7. Length of Time in Business Five years

8. Is your business located in a Labor Surplus Area, as defined by the Secretary of Labor? San Diego Ca.

237-7334

9. Self-Certification Categories - check appropriate box(es)

NOTE: Definitions —

"Control" is defined as exercising the power to make policy decisions.

"Operated" is defined as actively involved in the day-to-day management and not merely acting as officers or directors.

☒ **LARGE BUSINESS** - A domestic concern which, including domestic and foreign divisions and affiliates, normally employs 500 or more persons, is independently or publicly owned or controlled and operated, and which may be a division of another domestic or foreign concern.

☒ **SMALL BUSINESS** - the term "small business" shall mean a small business as defined pursuant to Section 3 of the Small Business Act and in relevant regulations promulgated pursuant thereto. Generally, unless your firm is operating in an industry with a special size standard, it is considered small if:

- (a) it has fewer than 500 employees for manufacturing industries, (b) has average annual receipts for three preceding fiscal years of less than \$17.5 million for General Construction (c) has average annual receipts for preceding fiscal years or less than \$3.5 million for service industry.

☒ **MINORITY-OWNED BUSINESS** - A concern that is at least fifty-one percent (51%) owned by one or more minority individuals; or, in the case of any publicly owned business, at least fifty-one percent (51%) of the stock of which is owned by one or more minority individuals, and whose management and daily business operations are controlled by one or more such individuals. Please check the appropriate group(s) listed here and note percentage of ownership.

☒ (F) = Female

(M) = Male

☒ Black Americans

☐ Native Hawaiians

☐ Asian-Pacific Americans

☐ American Eskimos and Aleuts

☐ Other Designated Minority

☐ Hispanic Americans

☐ Asian-Indian Americans

☐ American Indians

Please specify

Female Black American

☒ Are you a US Citizen?

☒ **WOMEN OWNED BUSINESS** — A concern that is at least fifty-one (51%) percent owned by one or more women; or, in the case of any publicly owned business, at least fifty-one percent (51%) management and daily business operations are controlled by one or more women.

☒ **LABOR SURPLUS AREA** - Labor Surplus Area is defined as a geographical area identified by the Department of Labor in accordance with 20 CFR 654, Subpart A, as an area of concentrated unemployment or underdevelopment or an area of labor surplus.

10. Total number of Employees

NOTE: If total number of employees exceed 1500, you may answer "over 1500."

Total annual sales last year

NOTE: If total annual sales last year exceeded \$17 million, you may answer "over \$17 million dollars" unless you are in the banking industry. For companies in the banking industry, if your annual revenues last year exceeded \$100 million, you may answer "over \$100 million dollars."

11. Federal & State Taxpayer I.D. Nos.

(F) _____ (S) _____

12. Has your company's name changed? If yes, provide former name:

13. Is your company the result of a merger? If yes, which companies merged?

14. Has your company ever been verified as a minority, woman, owned business? If yes, please identify the agency and attach proof of verification.

Agency City of San Diego

Address _____

City, State, Zip _____

Contact Name _____

Verification Date _____

15. This letter constitutes official notice that

City
(Company Name)

has or will have, if not specifically exempted, Small/Small Disadvantaged Company program meeting the applicable Federal Acquisition Regulation requirements as defined by the appropriate Public laws.

☒ YES

☐ NO

16. This letter constitutes official notice that

City
(Company Name)

is in compliance with the Fair Employment Opportunity laws of the United States and is an Equal Opportunity Employer.

Briefly describe what your company sells or does.

Provide Standard Industrial Code classification(s) for your business if known.

Name & Title of individual completing this form if other than the person signing below.

Name

Please Print or Type

Title

Please Print or Type

Company Name

Principal Owner/Officer

Print or Type

Company Address

Principal Owner/Officer

Signature

Date

Principal Owner/Officer

Title

"Notice To Vendors Doing Business In California:

Any person or corporation, through its Directors, Officers or Agents, which falsely represents their business as a woman or minority business enterprise shall be punished by a fine of not more than Five Thousand Dollars (\$5,000), or by Imprisonment in the county jail not to exceed one (1) year, or in the state prison, not to exceed five (5) years, or both the fine and Imprisonment." *California Public Utilities Code Section 8285.*



US SPRINT VENDOR INFORMATION REPORT

Return Address:
P. O. Box 8490
Kansas City, MO 64114
Mailstop: MOKCMD032

COMPANY NAME

ADDRESS

P. O. BOX

CITY, STATE, ZIP CODE

TYPE OF BUSINESS:

____ Manufacturer ____ Distributor ____ Service ____ Other

If Other, Please Specify: _____

KEY CONTACTS:

500

President/General Manager

Sales/Mktg. Vice President

~~Sales Manager~~

~~Outside Sales Representative~~

~~Inside Sales Representative~~

Quality Control Manager

Traffic Manager

Production Manager

John Mor

Pat

Bob

Joe

Phone No. _____

Phone No. _____

Phone No. _____

Phone No. _____

Phone No. _____

Phone No. _____

Phone No. _____

Phone No. _____

Phone No. _____

286

286

FAX Number _____

TWX _____

List contact people and telephone number of persons who can be reached after normal working hours, Saturdays, Sundays, and holidays, who can give service under extremely urgent conditions.

*Veronica McGee - 286-3533 - and find in
to personal number*

FINANCIAL: Annual Sales Volume (Total Company)

Net Worth

Current Assets

Current Liabilities

Inventory Values

Rating - D & B ☒ S & P _____

Ownership - Corporate ☒ Partnership _____ Private ☒

Business Classification - Small ☒ Large _____

*Minority Owned ☒ Woman Owned ☒

*If minority, give type: *Black + Woman*

\$ *250,000.00*

\$ *250,000.00*

\$ *None*

\$ *25,000.00*

\$ *60-91-1992*

PERSONNEL:

Number of Employees This Location: *14 5*

Number of Employees Company-Wide: *14 Part time*

Unions Represented _____

Contract Expiration Date *2000*

500

15,000

CORPORATE OFFICERS/BOARD OF DIRECTORS

FACILITIES:

Plant - No. Square Feet _____
 - Age _____
 - Condition good

Warehouse - No. Square Feet 800
 - Age 15.1
 - Condition _____

Mfg. Plant Shutdown Dates _____ No. Lines Items _____
 Approximate Delivery Time for Standard Product up on contract
 Payment Terms _____
 F.O.B. Point _____

Products Produced/Carried/Represented: Production
service produced dependent upon representation.

Please Provide (or Attach) Information on the Following:

Order Placement 60 days.
 Returns/Restocking Charges 15% plus shipping
 Advance Replacement 30-60
 Repairs to 5000 for week
 Annual Report see page see front of page Financial

REFERENCES (Customers):

- Name Caf Cable San
 Address _____
 Contact OR me
 Phone No. 2
- Name South West Cable
 Address _____
 Contact _____
 Phone No. _____
- Name Televideo
 Address _____
 Contact William Seed
 Phone No. _____
- Name County College
 Address _____
 Contact _____
 Phone No. _____

FOR US SPRINT USE ONLY

Commodity Codes _____
 Vendor Code _____ Buyer _____
 Dollar Volume 19 _____ \$ _____
 Dollar Volume 19 _____ \$ _____
 Dollar Volume 19 _____ \$ _____
 CPA: Yes _____ No _____
 CPA No.: _____
 CPA Expiration: _____

SUPPLIER CAPABILITY QUESTIONNAIRE

NORTHROP

RETURN TO: NORTHROP CORPORATION

B-2 DIVISION
8900 E. WASHINGTON BLVD.
PICO RIVERA, CA. 90660
ATTN: P650/XD

FOR NORTHROP USE ONLY


NO.

DATE

PO ADDRESS CAGE/FSCM NO.

CONGRESSIONAL DISTRICT

☐ IF BOX IS CHECKED, ENCLOSE ONE (1) OF YOUR CATALOGS, BROCHURES, PICTURES OR OTHER MATERIAL DESCRIBING YOUR CAPABILITIES.

NAME OF COMPANY MLT Productions		 <p>THIS IS THE NAME AND ADDRESS WHICH WILL BE USED ON THE PURCHASE ORDER. MAKE ANY NECESSARY CHANGES IN THE NAME, ADDRESS OR ZIP CODE. PLEASE COMPLETE FORM IN ITS ENTIRETY</p>	
DIVISION TELV ISION Infomerical			
STREET & NUMBER 3912 60th Street Suite 12			
CITY San Diego, Ca.	STATE 92115	ZIP CODE	PHONE AREA CODE (619) 286-3533
DOING BUSINESS AS		SUBSIDIARY OF	
LENGTH OF TIME IN BUSINESS		IF REORGANIZED, STATE PREVIOUS NAME AND LENGTH OF TIME IN BUSINESS	

COMPANY OFFICERS

NAME		TITLE	
Veronica McCune		Producer/President	
Charlotte Jackson		TV/ Producer	
TOTAL NUMBER OF EMPLOYEES		TYPE OF OWNERSHIP	
MANUFACTURING LOCATION	TOTAL CORPORATION	<input type="checkbox"/> AFFILIATE OF <input type="checkbox"/> CORPORATION <input type="checkbox"/> DIVISION OF <input checked="" type="checkbox"/> INDIVIDUAL <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> _____	

TYPE OF BUSINESS

<input type="checkbox"/> MANUFACTURER <input type="checkbox"/> DISTRIBUTOR - WHOLESALE, RETAIL, WAREHOUSE <input type="checkbox"/> AUTHORIZED DISTRIBUTOR <input type="checkbox"/> MANUFACTURER'S REPRESENTATIVE <input type="checkbox"/> PROCESSOR - PLATING, CLEANING, TESTING, ETC. <input type="checkbox"/> CONSTRUCTION, INSTALLATION, ETC.		<input checked="" type="checkbox"/> TECHNICAL PUBLICATIONS & GRAPHICS PRODUCER <input type="checkbox"/> ENGINEERING - RESEARCH, CONSULTANTS, CONTRACT LABOR <input type="checkbox"/> LEASING AGENCY <input type="checkbox"/> SERVICE COMPANY <input type="checkbox"/> SALES OFFICE <input type="checkbox"/> OTHER <u>Television</u>	
COMPLETE ADDRESS WHERE PRODUCTS ARE MANUFACTURED OR SERVICES PERFORMED IF DIFFERENT THAN ABOVE.		MFG SITE CAGE/FSCM NO.	
STREET ADDRESS 1175 Cuyamaca & 8949 Ware Court		MFG TELEPHONE NUMBER (619) 695-3110 Ex 730/287-9519/319	
CITY El Cajon, Ca.	STATE 92020	ZIP CODE /San Diego 92121	TOTAL SQ. FT. OF MFG AREA Studio's MFG. POINT CONGRESSIONAL DISTRICT
DO YOU HAVE A DISCO FACILITY SECURITY CLEARANCE? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO		DO YOU HAVE DESIGN CONTROL FOR YOUR PRODUCT <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	
IF YES, WHAT LEVEL? _____ DATE _____			

MANUFACTURING SITE OFFICIALS

NAME	TITLE

COMMODITY AND SERVICES DESCRIPTION

To produce thirteen television shopping programs in the series, 29:30 minutes each, in an infomercial format. For Women, minorities and Small Business (WMSB) with Corporations buying air time to produce the shows.

LIST COMPANIES AND/OR MILITARY BRANCHES THAT HAVE APPROVED YOUR FACILITIES (PREFERABLY AEROSPACE COMPANIES)

1.	3.
2.	4.

HAS YOUR COMPANY BEEN SURVEYED BY NORTHROP CORPORATION?

☐ YES ☒ NO WHICH DIVISION? _____ LEVEL _____

DO YOU HAVE ANY RELATIVES EMPLOYED AT NORTHROP?

☐ YES ☒ NO IF YES, WHICH DIVISION? _____

LIST AEROSPACE COMPANIES AND/OR MILITARY BRANCHES THAT HAVE APPROVED YOUR QUALITY CONTROL SYSTEM

COMPANY	LEVEL	COMPANY	LEVEL
1.		4.	
2.		5.	
3.		6.	

LIST ALL GOVERNMENT QUALITY ASSURANCE SPECIFICATIONS CURRENTLY IN USE

1.	3.
2.	4.

PRINCIPAL CUSTOMERS AND COMMODITY/SERVICE RENDERED TO THESE CUSTOMERS

CUSTOMER NAME	COMMODITY OR SERVICE
1. Cox Cable San Diego	
2. Southwestern Cable TV	
3.	
4.	
5.	

CURRENT FINANCIAL POSITION

BANK REFERENCES: (BRANCH LOCATION)

Wells Fargo Bank, 33rd and El Cajon, San Diego, Ca.

ARE THERE ANY CLAIMS OR LITIGATIONS OUTSTANDING OR HISTORY OF BANKRUPTCY?

☐ YES ☒ NO EXPLAIN:

COMPLETE SECTION A, B, C, D, E OR F (AS APPLICABLE)

NOTE: CONTACT THE NEAREST OFFICE OF THE SMALL BUSINESS ADMINISTRATION IF SELLER IS UNABLE TO DETERMINE BUSINESS SIZE. COMPLETE ONE CERTIFICATION BELOW THAT BEST DESCRIBES YOUR COMPANY.

CERTIFICATION**A. The Seller certifies that it is a SMALL BUSINESS CONCERN**

(Note: Do not complete Section A if Seller qualifies under Section B or C.)

COMPANY NAME	DATE
NAME & TITLE OF CERTIFYING OFFICIAL	SIGNATURE

B. Seller certifies that it is a SMALL BUSINESS CONCERN OWNED AND CONTROLLED BY SOCIALLY AND ECONOMICALLY DISADVANTAGED INDIVIDUALS. The term "small disadvantaged business concern" means a small business concern that is at least 51 percent owned by one or more individuals who are both socially and economically disadvantaged, or a publicly owned business having at least 51 percent of its stock owned by one or more socially and economically disadvantaged individuals and has its management and daily business controlled by one or more such individuals.

(a) "Socially disadvantaged individuals" means individuals who have been subjected to racial or ethnic prejudice or cultural bias because of their identity as a member of a group without regard to their qualities as individuals.

(b) "Economically disadvantaged individuals" means socially disadvantaged individuals whose ability to compete in the free enterprise system is impaired due to diminished opportunities to obtain capital and credit as compared to others in the same line of business who are not socially disadvantaged. Individuals who certify that they are members of named groups (Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, Asian-Indian Americans) are to be considered socially and economically disadvantaged.

(1) "Asian-Indian Americans" means United States citizens whose origins are in India, Pakistan, or Bangladesh.

(2) "Asian-Pacific Americans" means United States citizens whose origins are in Japan, China, the Philippines, Vietnam, Korea, Samoa, Guam, the U.S. Trust Territory of the Pacific Islands, the Northern Mariana Islands, Laos, Cambodia, or Taiwan.

(3) "Native Americans" means American Indians, Eskimos, Aleuts, and native Hawaiians. (FAC 84-12, 51 FR 2650, 1/17/86, effective 1/20/86; FAC 84-31, 52 FR 38189, 10/14/87, effective 10/1/87)

COMPANY NAME	DATE
NAME & TITLE OF CERTIFYING OFFICIAL	SIGNATURE

C. WOMEN-OWNED concern. A "WOMEN-OWNED" concern is a concern:

1) that is at least 51 per centum owned by one or more women; or, in the case of any publicly owned business, at least 51 per centum of the stock of which is owned by one or more women and

2) whose management and daily business operations are controlled by one or more women.

Seller certifies that it is a: ☒ Women-Owned Small Business ☒ Women-Owned Disadvantaged Small Business (Please Certify as Disadvantaged)
☐ Women-Owned Large Business

COMPANY NAME MLT Productions	DATE 6/28/94
NAME & TITLE OF CERTIFYING OFFICIAL Veronica McCune Producer/President	SIGNATURE <i>Veronica McCune</i>

D. Seller certifies that it is a: ☐ LARGE BUSINESS ☐ LARGE DISADVANTAGED BUSINESS

COMPANY NAME	DATE
NAME & TITLE OF CERTIFYING OFFICIAL	SIGNATURE

E. Seller certifies that it is a NON-PROFIT concern

COMPANY NAME	DATE
NAME & TITLE OF CERTIFYING OFFICIAL	SIGNATURE

F. Seller certifies that it is a FOREIGN-OWNED CONCERN

(A BUSINESS WHOSE BASIC CONTRACTUAL AND LEGAL RESPONSIBILITIES FOR ITS OPERATIONS RESIDE OUTSIDE THE UNITED STATES, ITS TERRITORIES, AND POSSESSIONS)

COMPANY NAME	DATE
NAME & TITLE OF CERTIFYING OFFICIAL	SIGNATURE

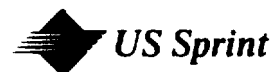
SUPPLIER CAPABILITY CATEGORY IDENTIFICATION

INSTRUCTIONS

CHOOSE A CAPABILITY CODE WHICH BEST IDENTIFIES YOUR COMPANY'S CAPABILITY OR SERVICE BY PLACING A NUMBER ONE (1) IN THE APPROPRIATE BOX. IF APPLICABLE, CHOOSE A SECOND CODE THAT IDENTIFIES YOUR COMPANY'S NEXT BEST CAPABILITY CATEGORY AND PLACE A NUMBER TWO (2) IN ITS APPROPRIATE BOX. ADDITIONAL CATEGORIES MAY BE IDENTIFIED, IF APPROPRIATE, BY AN (X).

- | | | |
|---|---|---|
| <input checked="" type="checkbox"/> 01 ADVERTISING/MARKETING/
PROMOTIONAL ITEMS | <input type="checkbox"/> 24 FILING AND STORAGE SYSTEMS
(CONTAINERS) | <input type="checkbox"/> 47 PLASTICS (FORMING, MOLDING,
MACHINING) |
| <input type="checkbox"/> 02 NOT USED | <input type="checkbox"/> 25 FIRE FIGHTING EQUIPMENT AND
SUPPLIES | <input type="checkbox"/> 48 PLUMBING SUPPLIES AND
DISTRIBUTORS |
| <input type="checkbox"/> 03 ALARMS EQUIPMENT/SECURITY
SYSTEMS | <input type="checkbox"/> 26 FLOOR AND WALL COVERINGS | <input type="checkbox"/> 49 NOT USED |
| <input type="checkbox"/> 04 ARCHITECTURAL ENGINEERING
SUPPLIES | <input type="checkbox"/> 27 FURNITURE | <input type="checkbox"/> 50 RAW MATERIALS - METAL AND
ALLOYS |
| <input type="checkbox"/> 05 AUDIO/VIDEO EQUIPMENT AND
SUPPLIES | <input type="checkbox"/> 28 GRAPHICS EQUIPMENT AND
SUPPLIES | <input type="checkbox"/> 51 RECYCLING OF EXCESS MATERIALS |
| <input type="checkbox"/> 06 ROBOTICS/AUTOMATED CONTROL
SYSTEMS | <input type="checkbox"/> 29 NOT USED | <input type="checkbox"/> 52 MATERIALS REFRIGERATION
SERVICES/SYSTEMS |
| <input type="checkbox"/> 07 BUSINESS AND OFFICE MACHINES | <input type="checkbox"/> 30 HOSES (PLASTIC AND RUBBER) | <input type="checkbox"/> 53 SAFETY EQUIPMENT AND SUPPLIES |
| <input type="checkbox"/> 08 CHEMICALS/LIQUIFIED GASES | <input type="checkbox"/> 31 HAZARDOUS WASTE MATERIALS | <input type="checkbox"/> 54 SHIPPING AND PACKAGING |
| <input type="checkbox"/> 09 COMMUNICATION EQUIPMENT | <input type="checkbox"/> 32 INDUSTRIAL SUPPLIES | <input type="checkbox"/> 55 TAPES |
| <input type="checkbox"/> 10 NOT USED | <input type="checkbox"/> 33 INDUSTRIAL TOOLS | <input type="checkbox"/> 56 TECHNICAL PUBLICATIONS AND
MANUALS |
| <input type="checkbox"/> 11 CONSULTING SERVICES (NON-
ENGINEERING OR R&D FIELDS) | <input type="checkbox"/> 34 JANITORIAL SUPPLIES | <input type="checkbox"/> 57 TRAINING/TRAINING MATERIALS |
| <input type="checkbox"/> 12 COMPOSITE FABRICATION AND
MACHINING | <input type="checkbox"/> 35 KITCHEN EQUIPMENT AND
SUPPLIES | <input type="checkbox"/> 58 TRANSPORTATION EQUIPMENT AND
SUPPLIES |
| <input type="checkbox"/> 13 COMPUTER AND COMPUTER
SUPPLIES | <input type="checkbox"/> 36 LABORATORY INSTRUMENTS AND
SUPPLIES | <input type="checkbox"/> 59 LEASED EQUIPMENT |
| <input type="checkbox"/> 14 CONSTRUCTION | <input type="checkbox"/> 37 METAL FORMING AND METAL
FABRICATION | <input type="checkbox"/> 60 UNIFORMS |
| <input type="checkbox"/> 15 CONTRACTORS | <input type="checkbox"/> 38 MACHINE TOOLS (MANUFACTURERS
AND DISTRIBUTORS) | <input type="checkbox"/> 61 SERVICE CONTRACTS |
| <input type="checkbox"/> 16 CONTRACT LABOR | <input type="checkbox"/> 39 NOT USED | <input type="checkbox"/> 62 AIRCRAFT COMPONENTS OR
SUBSYSTEMS |
| <input type="checkbox"/> 17 ELECTRICAL/ELECTRONIC EQUIPMENT
AND MANUFACTURING | <input type="checkbox"/> 40 METAL PROCESSING | <input type="checkbox"/> 63 AIRCRAFT ELECTRICAL/
ELECTRONIC SUPPLIES AND SYSTEMS |
| <input type="checkbox"/> 18 ENGINEERING/SYSTEMS AND
MANUFACTURING | <input type="checkbox"/> 41 MATERIAL HANDLING EQUIPMENT | <input type="checkbox"/> 64 INTEGRATED LOGISTICS SUPPORT |
| <input type="checkbox"/> 19 NOT USED | <input type="checkbox"/> 42 MEASURING INSTRUMENTS | <input type="checkbox"/> 65 RESEARCH AND DEVELOPMENT |
| <input type="checkbox"/> 20 NOT USED | <input type="checkbox"/> 43 MEDICAL SUPPLIES | <input type="checkbox"/> 99 MISCELLANEOUS |
| <input type="checkbox"/> 21 ENVIRONMENTAL CONTROL DEVICES
AND SYSTEMS (FACILITIES) | <input type="checkbox"/> 44 OFFICE SUPPLIES | <input type="checkbox"/> _____ |
| <input type="checkbox"/> 22 EXPENDABLE TOOLING | <input type="checkbox"/> 45 PAINT PRODUCTS | <input type="checkbox"/> _____ |
| <input type="checkbox"/> 23 FASTENERS AND FITTINGS
(HARDWARE) | <input type="checkbox"/> 46 PHOTOGRAPHY | <input type="checkbox"/> _____ |

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SPRINT / UNITED ADMINISTRATIVE SERVICES GROUP

P.O. BOX 8490 / KANSAS CITY, MISSOURI 64114

WRITER'S DIRECT DIAL NUMBER

September 3, 1990

Ms. Veronica McCune
President/Producer
MTL Productions
4357 51st Street Suite One
San Diego California, 92115

Dear Veronica,

Attached you will find the recent news release pertaining to Sprint's videoconferencing negotiations. Also you will find the memo that was sent to the Federal Systems Division.

Hopefully one of us will hear from them in the next few weeks.

Sincerely,

A handwritten signature in cursive script that reads "Micheal Neal".

Mr. Micheal Neal
Administrator
Small Business Development



INTER-OFFICE MEMO

To: Gary D. Forsee, Chief Operating
Officer (GSD)
Form: Mike Neal, Administrator *MN*
Small Business Development
Date: September 3, 1990
Subject: MTL Production Pre-Proposal, Videoconferencing,
FTS 2000

=====

Per the request of MTL Productions, I am sending the attached pre-proposal to Federal Systems Division for review. Because of recent negotiations with subcontractors in this field, I thought it was best to direct this document to your office.

MTL Production is a women-owned minority company, with interest in maintaining videoconferencing facilities in San Diego, CA.

Feel free to contact them directly or call me at (816) 854-5314.

PRE-PROPOSAL

'VIDEOCONFERENCING BUSINESS TO BUSINESS'

I. NATURE OF PROPOSAL TO BE WRITTEN:

To develop a series of videoconferencing centers throughout the metropolitan areas of the United States using the FTS-2000 Project as a long-distance telephone call.

II. PROPOSING AND SUPPORTING ORGANIZATIONS:

The proposing organization is called MLT Productions located at 4357 51st Street, Suite One, San Diego, CA. 92115, and the supporting organization is called The BID Resource Centre located at 7271 Florey Street, San Diego, CA. 92122, Suite One. Individuals to contact are: Ms. Veronica McCune, President & Producer-MLT Productions (619) 286-3533; or Adolpho Sanchez, PhD President-BRC (619) 587-4688 (voicemail) for additional information.

III. STATEMENT OF NEED:

The FTS-2000 Project can offer services to businesses in the area of electronic mail, videoconferencing, and high speed facsimile transmission to assist the typical small business owner. The high-tech technology serves as a way to save the small business time and money in bringing their products and services to the marketplace. In addi-

work products:

- * Set production schedule
- * Work on FTS-2000 applications
- * Identify technical staff

Phase 3 - Identify business communities and network with the 'key' prime movers who can push FTS-2000.

Phase 4 - Seek final approval from funding source; and

Phase 5 - Implement as per agreement.

V. POTENTIAL TOPICS TO BE CARRIED:

1. Understanding the Federal Government marketplace:

Many companies do not understand the potential for teleconferencing with the federal government in a corporate context. The government is one of the largest purchasers of goods and services. There is some place within the federal government that can use a teleconferencing process to carry out the affairs of government. The purpose of this effort will be to connect business to government in a more high-tech fashion and cut down the need for extensive travel time.

2. How to fill out the Standard Forms:

This tape discusses the various standard forms that are used in the field of telecommunications and FTS-2000 system in particular. There is always going to be certain forms companies will want to standardize to make their teleconferencing system more accountable to staff and the mission of the organization. This section will address the paperwork requirements.

3. Working in the area of specifications and regulations:

This section deals with the various local, state, and federal regulations which must be adhered to in order to assure a smooth running teleconferencing system. The FTS-2000 system has a set of specifications and regulations which govern the manner in which it is to be effectively used. Training programs will be developed to assist the FTS-2000 user in the proper use of the system and how it can be used to maximize company profits.

4. Billing and decreasing the payment 'wait time':

All the parties in the system will have designated billing or 'charge-offs' related to their portion of use with the system. This section addresses how that is set up and how the payments among the using parties is done.

5. Contract Administration:

Many businesses don't understand the unique contract administration processes or requirements needed in the use of a teleconferencing system. This section demonstrates the ease in which the FTS-2000 system lends itself to increasing the bottom line profitability of a company.

6. How to prepare a teleconferencing system:

This section describes the typical process which is used to prepare a teleconferencing unit within a typical company and how it is managed.

7. Working with sub-contractors and teleconferencing vendors:

Those companies who decide they want to set up a teleconferencing system within their company will be shown how to identify

the best teleconferencing service company and how to contract for services.

8. Audit requirements:

This section describes how a company logs its teleconferencing use and how these are charged off to the various company accounts.

9. How to prepare:

This section shows the company how to prepare it's staff into understanding and accepting the benefits of having a teleconferencing system within their operation.

10. How to conduct a market survey of teleconferencing need and the maximizing of it's uses:

The section addresses the methodologies needed by the using teleconferencing company to survey the application within their area of expertise on the uses of teleconferencing and the use by company staff in carrying out their assigned mission.

11. How to set up the megamarketing program:

This section addresses the applications technology of the teleconferencing program to the marketing requirements of the company. The thrust here is to maximize the use of the FTS-2000 system to the generation of income to the company.

12. How to analyze your cost structure:

This section describes how you as a business person analyze your cost structure so your able to come in with a teleconferencing package that is competitive and still allows you to survive as a business and show some profit.

tion, there are environmental savings to be realized in eliminating certain kinds of transport through the use of rail, cars, or aircraft means. The idea of videoconferencing in metropolitan business centers throughout the United States will assist the small business owner in becoming more competitive, more responsive to customer needs, and serve to lower the overall costs of doing business. The implications for this in the international marketplace are enormous.

The thrust of this project is to demonstrate that the use of videoconferencing as a 'tool' for the small business person will impact in making the United States more competitive and responsive to world affairs. The use of videoconferencing will also serve to decrease the rate in which people can share in the development of new cross-company development of strategies for becoming more competitive.

IV. DELIVERABLES TO BE DERIVED FROM THIS PROJECT:

There is currently envisioned a series of programs designed to assist local business communities in setting up their FTS-2000 system for use by the local business person. In addition, there are a series of training modules to be set up to assist the small businesses in understanding how to maximize the system:

Phase 1 - Identify potential funding sources and prepare full proposal to match funding source requirements or specifications;

* Technical Proposal

* Cost Proposal

Phase 2 - 'Field' the technical staff and develop the following